Investor Presentation Q3 2026



1stDIBS

Updated November 5, 2026

Forward-Looking Statements and Non-GAAP Financial Information

This presentation contains statements about 1stdibs.com, Inc.'s (the "Company") future financial results, plans, and efforts to expand our market share that are "forward-looking statements" within the meaning of federal securities laws, including the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve substantial risks and uncertainties. Any statements contained in this presentation that are not statements of historical facts, including statements regarding our future results of operations and financial position, business strategy and plans, objectives of management for future operations, long term operating expenses, and expectations for capital requirements, may be deemed to be forward-looking statements. In some cases, you can identify forward-looking statements by the words "may," "might," "will," "can," "could," "would," "should," "expect," "intend," "plan," "objective," "target," "anticipate," "believe," "estimate," "predict," "project," "potential," "continue," and "ongoing," or the negative of these terms, or other comparable terminology intended to identify statements about the future. These statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from the information expressed or implied by these forward-looking statements, including the risks described under the Risk Factors section of our most recent Form 10-K and 10-Q, available at sec.gov.

This presentation should not be relied upon for the purpose of evaluating the performance of the Company or for any other purpose, and neither the Company nor any of its affiliates, directors, officers, partners, employees, agents or advisers nor any other person, shall be liable for any direct, indirect or consequential liability, loss or damages suffered by any person as a result of this presentation or their reliance on any statement, estimate, target, projection or forward-looking statements in or omission from this presentation and any such liability is expressly disclaimed. In all cases, interested parties should conduct their own investigation and analysis of the Company and the information contained herein. This presentation should not be considered as a recommendation by the Company or any affiliate or other person in relation to the Company, nor does it constitute an offer to sell or a solicitation for an offer to buy the securities, assets or business of the Company, nor shall there be any sale of securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction or pursuant to an exemption therefrom. This presentation shall not form the basis of any contract. Any references to any future or proposed transaction are for illustrative purposes only and the terms of any such transaction, should it occur, may be materially different than the terms in this presentation.

Forward-looking statements include, but are not limited to, statements about: our estimated market opportunity; our future financial performance and business model, including our expectations regarding our GMV, net revenue, cost of revenue, operating expenses, and our ability to achieve and maintain future profitability; our buyer and seller unit economics; our growth drivers and expectations as to future growth and our ability to manage growth; our key metrics; our cohort data; our strategies, plans, objectives, and goals; market demand for the products offered on our online marketplace and for online purchases of luxury design products generally; our ability to compete, scale our operations, attract and retain sellers and buyers, expand in our existing verticals and into adjacent verticals, increase our GMV and supply, expand our business within the U.S. and abroad, and launch additional business models; and economic and industry trends, projected growth, or trend analysis.

This presentation is a high-level summary of our Q3 2026 financial results. For more information please refer to our press release dated November 5, 2026 and filings with the SEC. **Please see the appendix for a reconciliation of the non-GAAP financial measures used in this presentation to their respective most directly comparable financial measures, where available, calculated in accordance with GAAP**.

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Company Overview

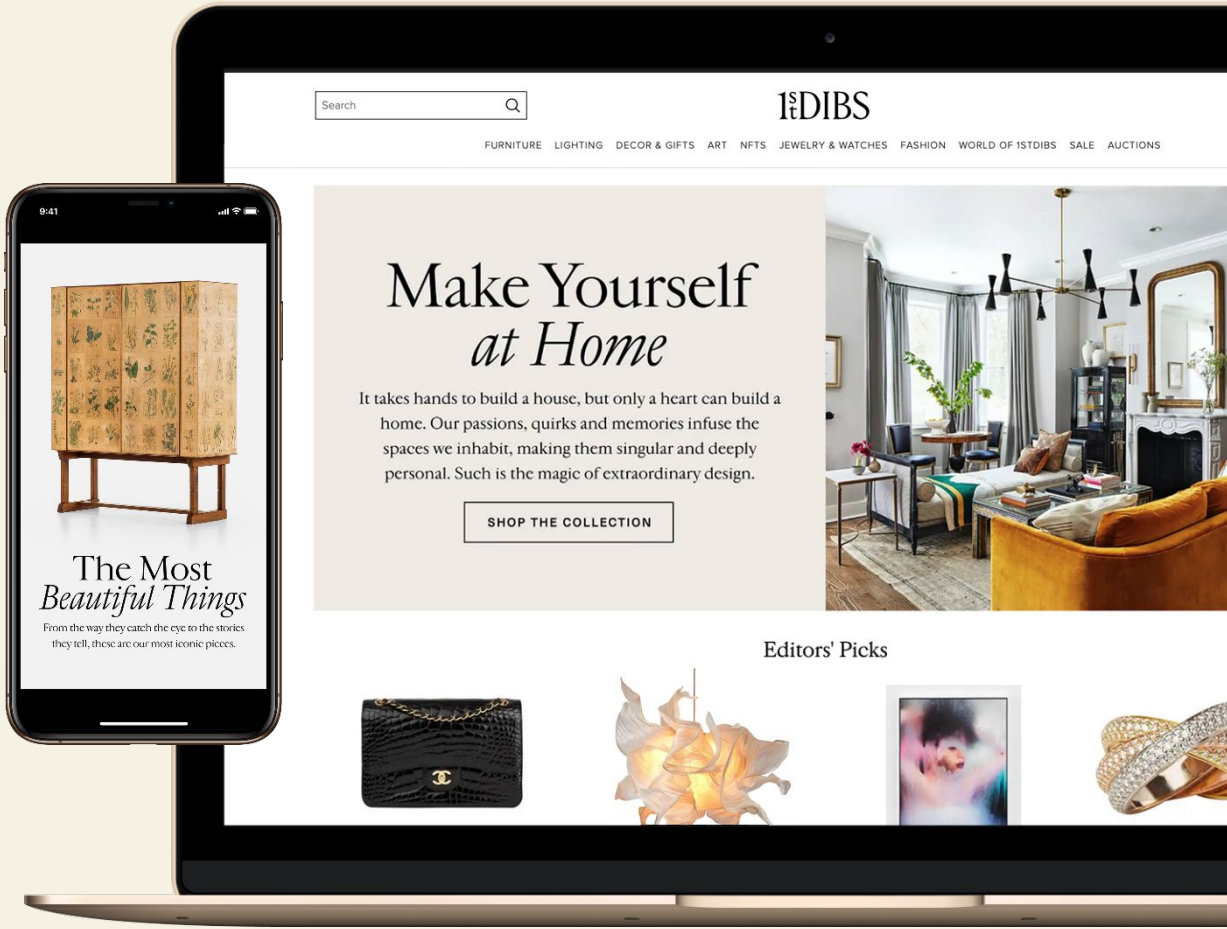


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OUR MISSION

We enrich lives with *extraordinary design*



Luxury E-Commerce Marketplace Built On a Legacy Brand









2000
Company founded in Paris

2011
Series A investment from Benchmark

2012
Acquired Online Galleries and expanded international supply

2013 Launched e-Commerce

2014
Launched "Message Center," to facilitate buyer/seller negotiations, and Paid Media Program

2015
Launched Trade Program for professional designers and architects

2015
Launched mobile app

2016
Launched New & Custom Furniture

2016
Shifted to full e-Commerce marketplace model

2018
Launched New & Contemporary Jewelry

2019
Over 1m total listings

2020
$1bn in cumulative GMV

2021
IPO on NASDAQ

2021
First $1m art order placed on platform

2022
Launch of French & German Localization

2023
Launch of Italian & Spanish Localization

2025
25th Anniversary



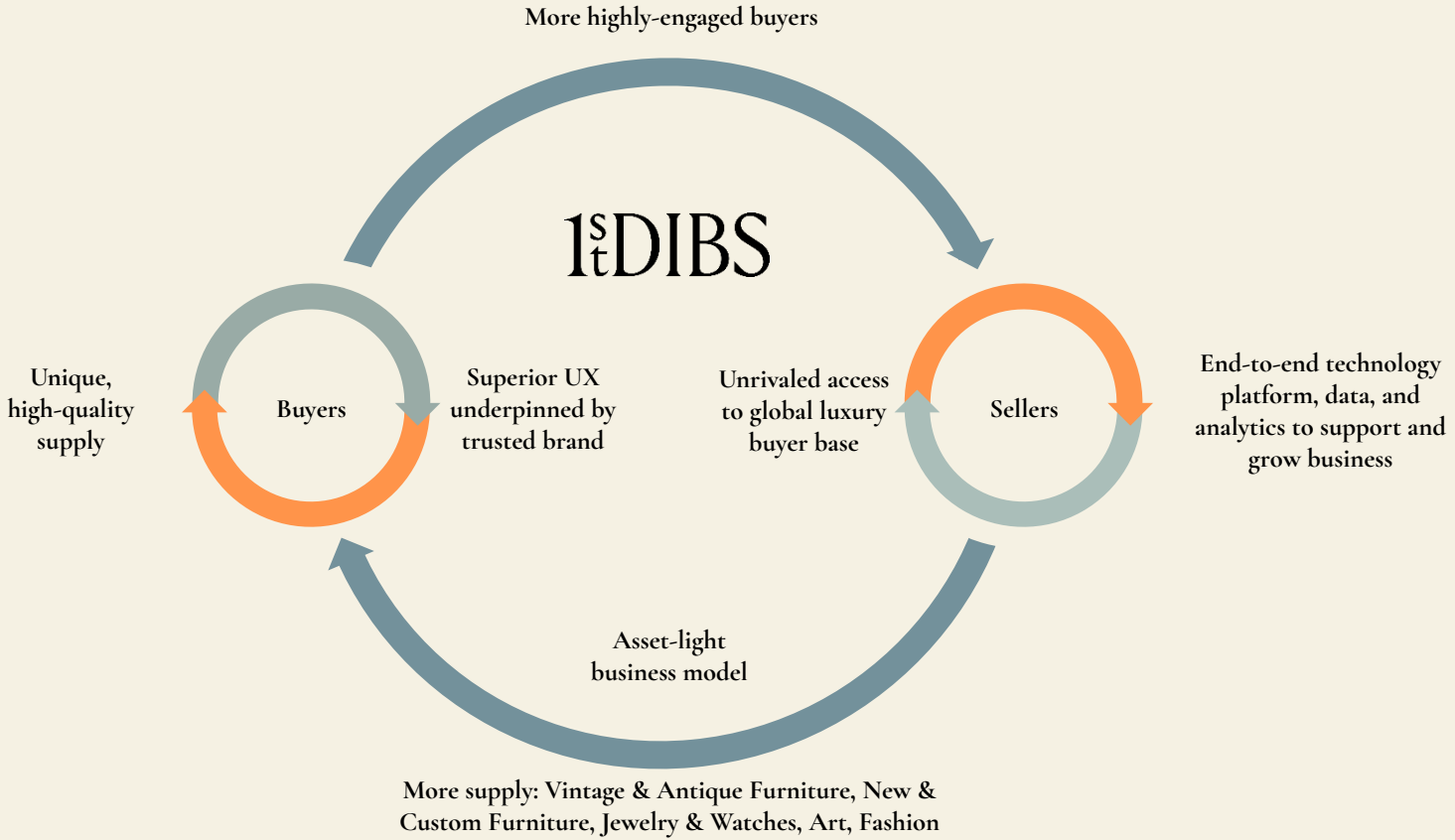


ESTABLISHING THE BRAND

TRANSFORMING FROM LISTING TO E-COMMERCE MODEL

SCALING MARKETPLACE SUPPLY & DEMAND ACROSS VERTICALS

Asset-Light, Two-Sided Marketplace With Powerful Network Effects



1stDibs By The Numbers

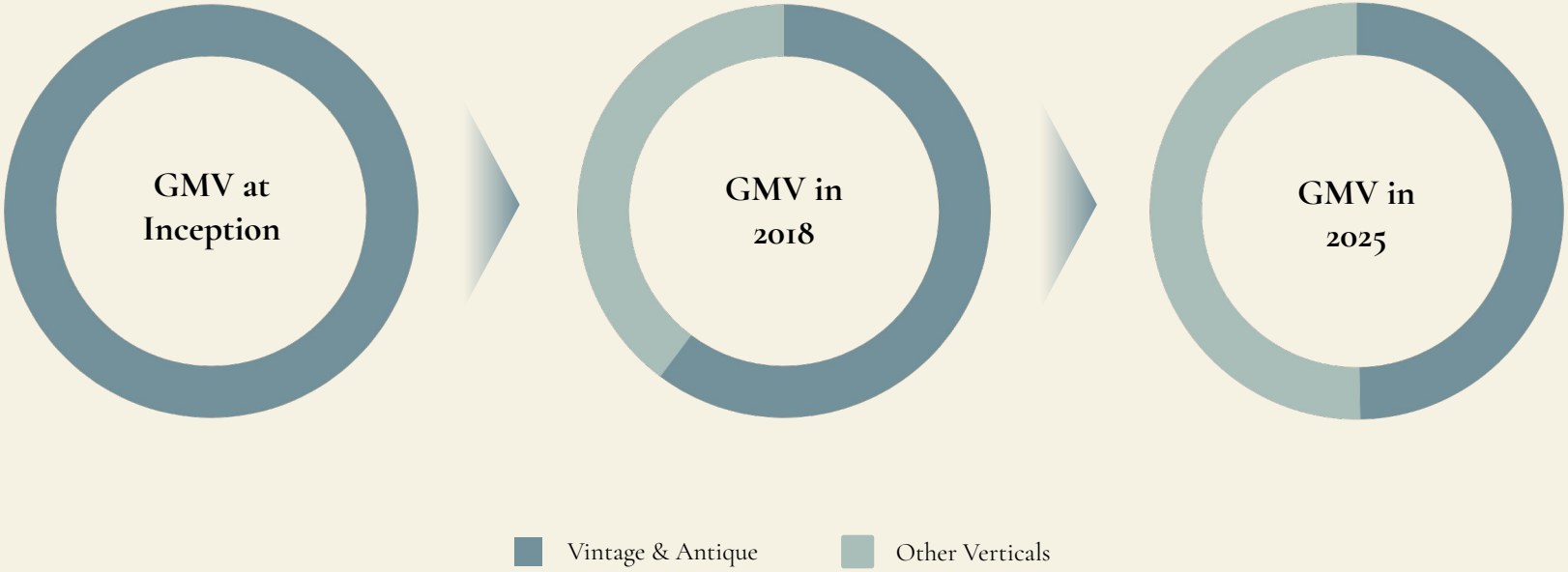
$369m GMV	**$92m** REVENUE
7.8m[1] REGISTERED USERS	**58,200** ACTIVE BUYERS
$10bn+[1] SELLER STOCK VALUE	**5,600**[2] UNIQUE SELLERS
74% GROSS MARGIN	**$1,400/$2,700**[2] MOV / AOV
70+[1] COUNTRIES WHERE SELLERS ARE BASED	**$0** OWNED INVENTORY
$3.4bn[3] CUMULATIVE GMV	**1.3m**[3] CUMULATIVE ORDERS



Note: TTM through Q3 2026, unless otherwise noted. (1) As of December 31, 2025. (2) As of September 30, 2026. (3) Q1 2016 through Q3 2026. MOV denotes on-platform median order value. AOV denotes on-platform average (mean) order value.

Vertical Expansion Supplements Vintage & Antique Furniture Core

OTHER VERTICALS COMPRISE A LARGER PERCENTAGE OF OUR GMV



Note: Other Verticals includes Jewelry, New & Custom Furniture, Art, and Fashion.

World-Class Supply



Miles Aldridge, *3-D*, 2010

$20,000



Achille & Pier Giacomo Castiglioni Brionvega RR126, 1965

$10,395



Estudi Manel Molina and Nanimarquina Bench, New

$2,440



Fernando Botero, *Still Life of Grapes*, 1984

$39,000



Poul Henningson PH5 Pendant, New

$990



Rattan Cactus Sculpture, 1970s

$955



Maurice Calka Boomerang Desk, 1970

$78,000



Chanel Coco Masters White Mini Tennis Bag, 2023

$7,200



Miu Miu Sandals, 2017

$1,618



Clarice Cliff Pot, 1929

$468



Hermès Valise R.M.S Cargo Carry-On Suitcase, New

$18,900

Tiffany & Co. Coral Onyx Pearl Gold Earrings, 1960s

$4,000



Van Cleef & Arpels Diamond Ring, 1980s

$12,000

Egyptian Canopus Jar, 1069–664 B.C

$19,000

Note: Select Q3 2026 sales.

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2026 Product Roadmap: Continued Progress

DISCOVERY

Eliminate the barriers to discovery so any buyer can find the perfect item on 1stDibs.

Search & Personalization

- Redesigned, personalized homepage for logged-in users lifts revisits nearly 5% and favorite rate to a record high
- Homepage recommendation click-through rate rose over 40% in Q3 and has grown steadily all year
- Building toward semantic and natural language search; testing price-aware and hybrid query features
- Redesigned filters lift item clicks per session over 5%

Content & Community

- Tastemakers continued to scale; organic video view time rose 30% Q/Q

TRUST

Ensure every buyer has the confidence to transact — knowing the price is fair, the item is authentic, and the platform stands behind every purchase.

- Expanded our Pricing work into a broader Trust initiative, covering pricing, item authenticity, and the platform's commitment to every purchase
- Restored seller branding across product pages and buyer-seller messaging; in our app, it lifted checkout completion 8%

SHIPPING

Make shipping competitive, transparent, and seamless so it never stands between a buyer and a purchase.

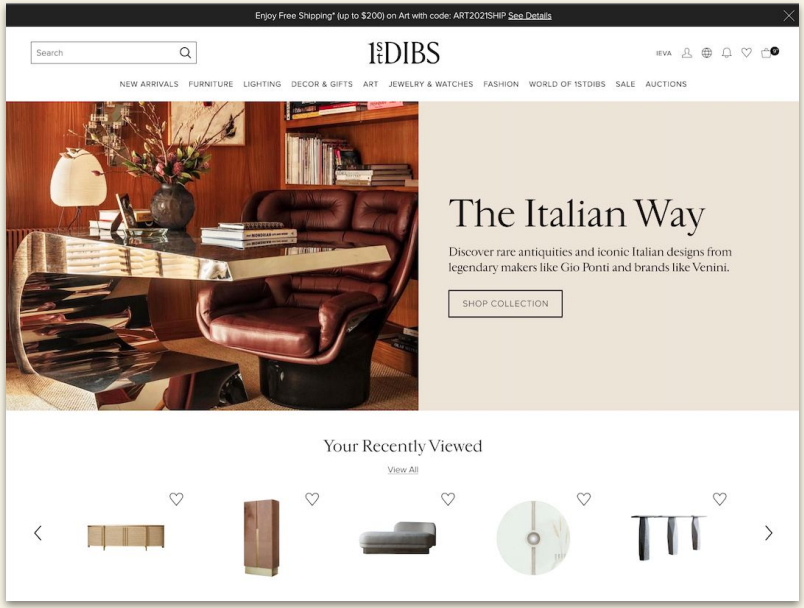
- Launched the initial phase of Ship-to-Earn, requiring sellers to provide carrier tracking or proof of delivery
- About 35% of seller-fulfilled shipments currently lack tracking; to address this, we plan to enforce it for payout in early 2027

SERVICE

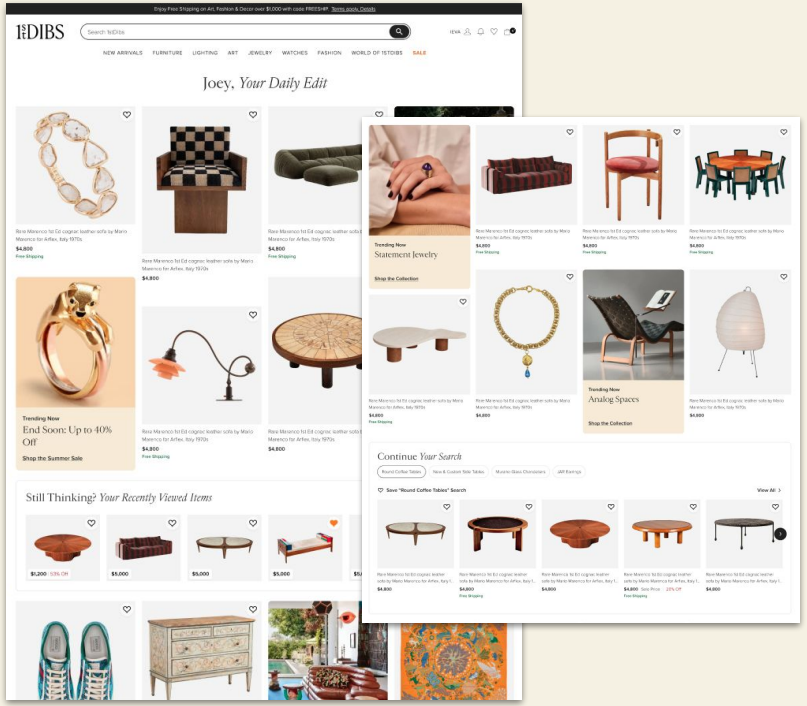
Deliver an experience that deepens buyer and seller trust with every interaction.

- Scaled the AI customer service chatbot launched in Q2; it now independently resolves nearly 25% of chat queries, up from approximately 15% in July.
- Redeploying in-house support toward high-value buyers, with post-sale service leads for interior designers
- Almost 20% faster listing upload, from easier photo and video uploads, a streamlined form, and smarter defaults
- Sellers can now block low-ball offers and set time away; pilot of a Seller Inventory Management API with select sellers is live, starting with inventory availability updates

Homepage: From Editorial-First to Recommendations-First



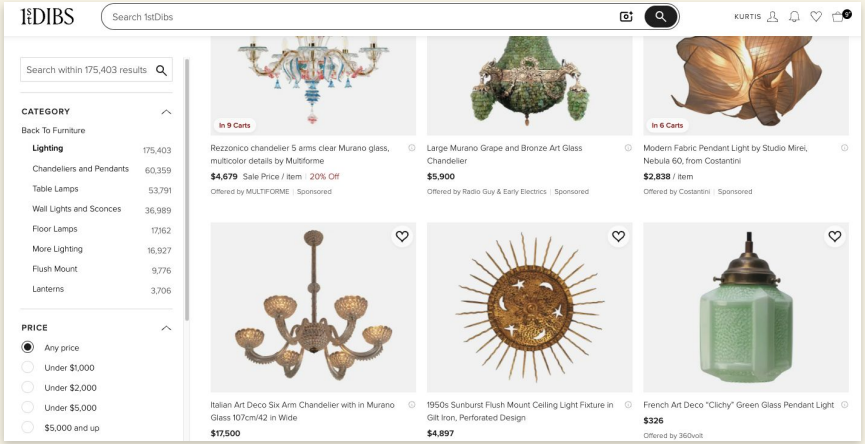
2025 Homepage

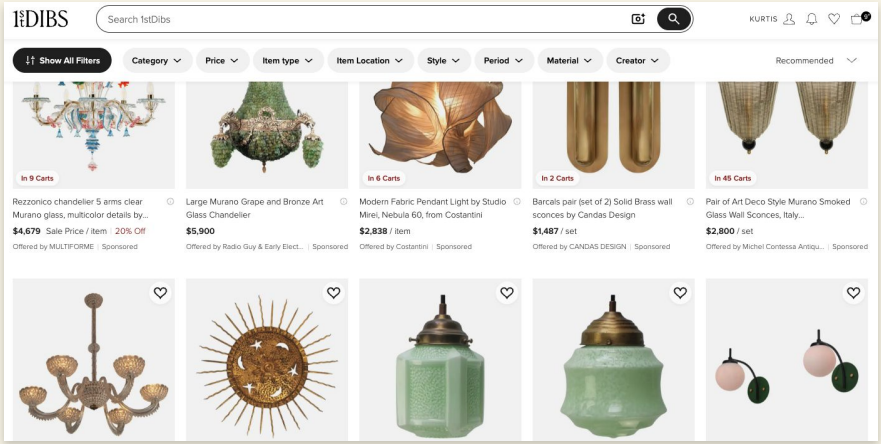


2026 Homepage

Note: Personalized homepage currently available to logged-in, a subset of our total audience. Over time, we plan to expand personalization to more of our audience.

Filter Redesign Driving Higher Engagement





Before

After

Note: Filter redesign resulted in an increase in item clicks per session, meaning buyers are engaging with more of the catalog on each visit..

Technology Driven Platform Uniquely Positioned To Capture Share As The Luxury Goods Market Shifts Online

Large Market Opportunity
Global luxury goods market is large, expanding, and currently has a relatively low online penetration due to physical nature of high AOV purchases

Unique, Trusted Online Luxury Brand Name
Multi-vertical marketplace for luxury goods trusted by both buyers and sellers

Durable, Two-Sided Network Effects
Unique supply and professional sellers attract buyers; high quality, loyal buyers attract sellers

Highly-Scalable Tech Platform & Business Model
Asset-light model with no owned or managed inventory; structured to generate significant operating leverage as revenue grows

AI-Powered Growth & Efficiency
Deploying AI across search, personalization, listing tools, and client service to drive conversion, improve seller productivity, and expand margins





Financials

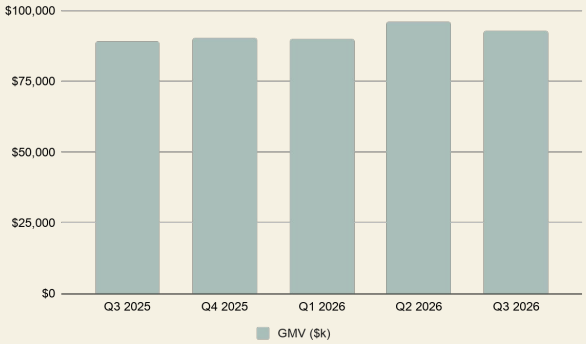


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Q3 2026 Financial Performance

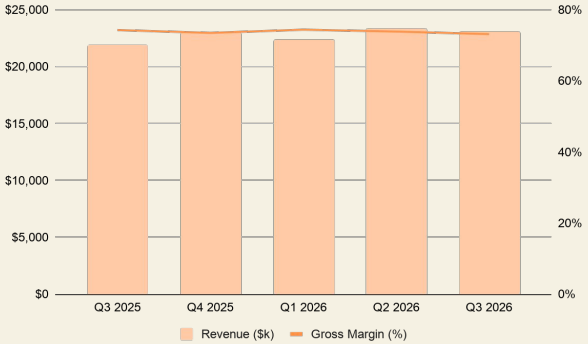
Q3 2026 GMV:

$92.6m



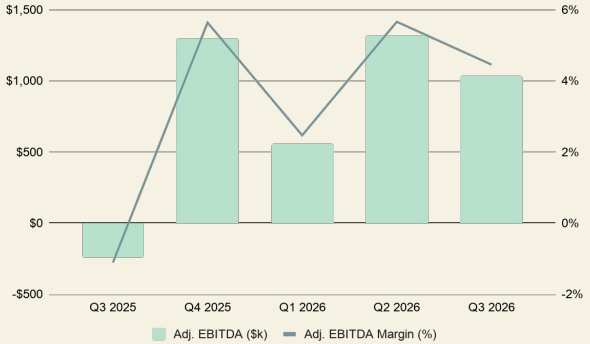
Q3 2026 Revenue:

$23.1m



Q3 2026 Adj. EBITDA:

$1.0m



Adjusted EBITDA is a non-GAAP financial measure. See the appendix for a reconciliation to the most directly comparable GAAP measure.

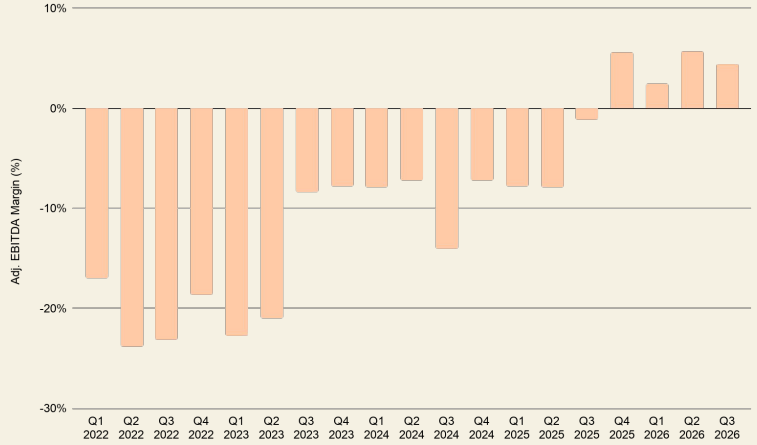
A Structural Transformation in Cost Structure & Unit Economics

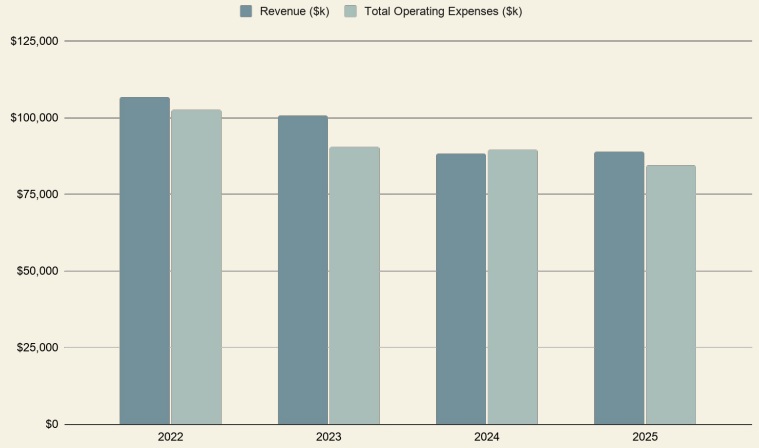
Four years of deliberate cost discipline have fundamentally reset the financial profile of 1stDibs

~1,900 bps
Adj. EBITDA margin improvement
2022 to 2025

~$18M
Reduction in annual operating expenses
2022 vs. 2025 (~18% decrease)

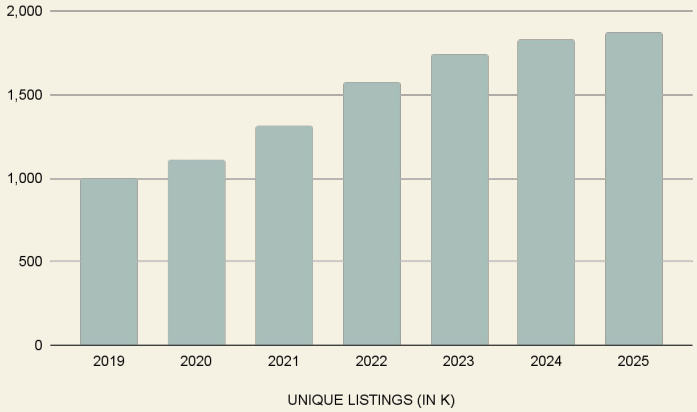
30%+
Headcount reduction
from 2022 peak



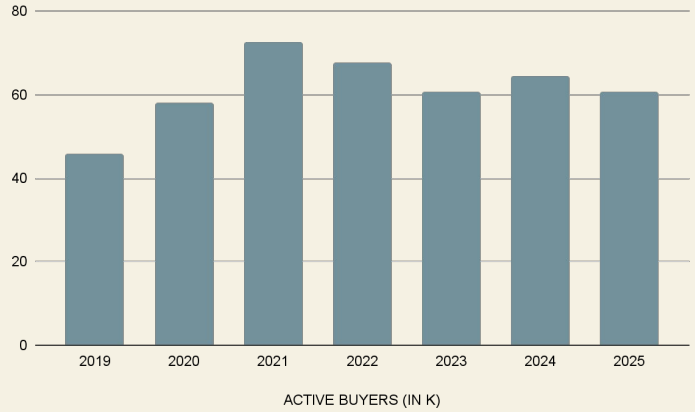


Adjusted EBITDA is a non-GAAP financial measure. See the appendix for a reconciliation to the most directly comparable GAAP measure.

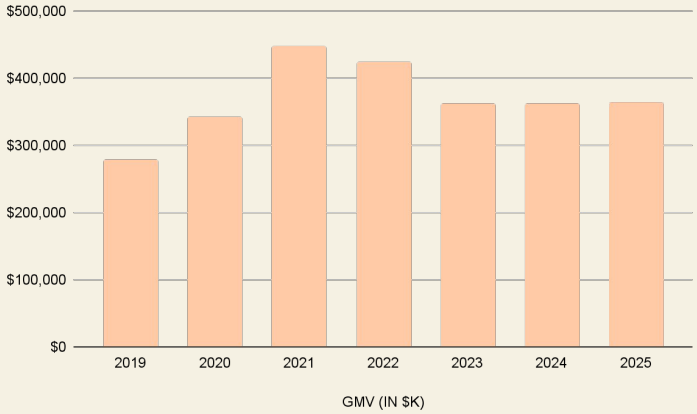
Historical Metrics & Financials



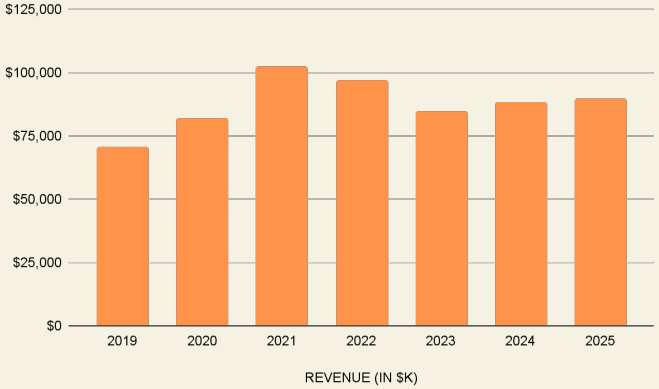
UNIQUE LISTINGS (IN K)



ACTIVE BUYERS (IN K)

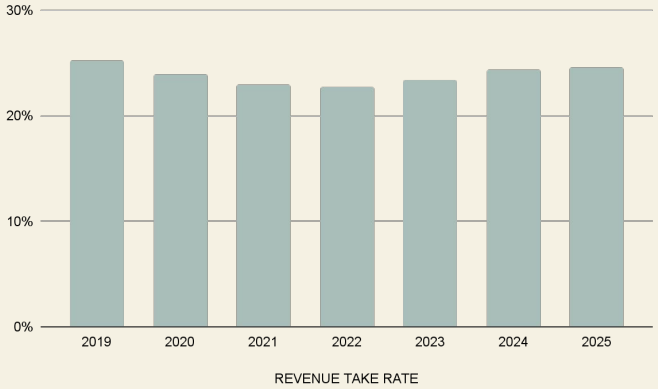


GMV (IN $K)

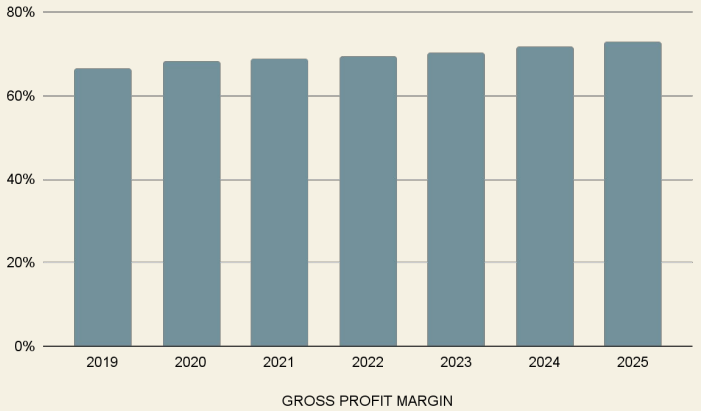


REVENUE (IN $K)

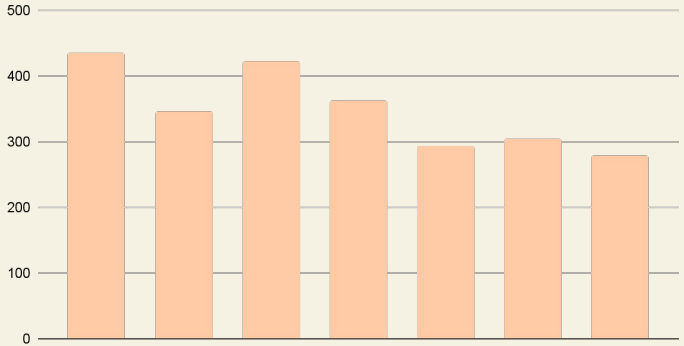
Historical Metrics & Financials



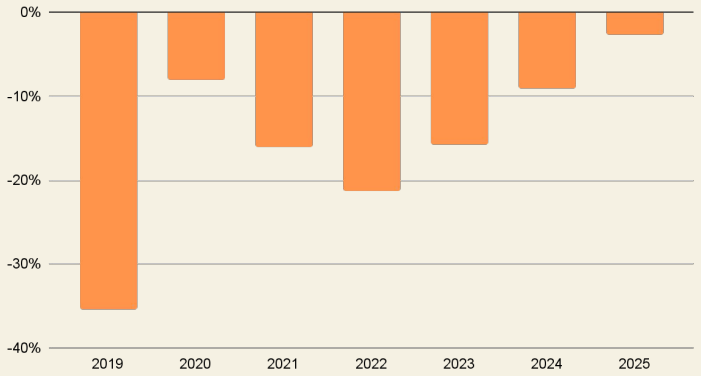
REVENUE TAKE RATE



GROSS PROFIT MARGIN



HEADCOUNT (EOY)



ADJ. EBITDA MARGIN

Reconciliation of Quarterly Net Loss to Adj. EBITDA

(Amounts in thousands)	Q3 2026	Q2 2026	Q1 2026	Q4 2025	Q3 2025
Net loss	**$ (1,249)**	**$ (1,023)**	**$ (2,174)**	**$ (1,041)**	**$ (3,506)**
Excluding:					
Depreciation and amortization	358	368	387	389	392
Stock-based compensation expense	2,772	3,002	2,991	3,217	3,246
Other income, net	(1,027)	(1,074)	(1,149)	(1,293)	(1,229)
Provision for income taxes	19	34	4	23	52
Litigation reserves, settlements, and related expenses	157	-	-	-	-
Restructuring expenses	-	-	494	-	802
Adjusted EBITDA (non-GAAP)	**$ 1,030**	**$ 1,307**	**$ 553**	**$ 1,295**	**$ (243)**
Divided by: Net revenue	$ 23,094	$ 23,317	$ 22,388	$ 22,968	$ 21,972
Adjusted EBITDA Margin (non-GAAP)	**4.5%**	**5.6%**	**2.5%**	**5.6%**	**-1.1%**

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Reconciliation of Annual Net Loss to Adj. EBITDA

	2025	2024	2023	2022	2021	2020	2019
(Amounts in thousands)							
Net loss	**$ (13,666)**	**$ (18,633)**	**$ (22,699)**	**$ (22,538)**	**$ (20,963)**	**$ (12,528)**	**$ (29,853)**
Excluding:							
Depreciation and amortization	1,661	1,986	2,278	2,710	3,112	6,023	5,150
Stock-based compensation expense	14,055	14,776	12,363	11,214	2,839	846	1,081
Other income, net	(5,398)	(7,626)	(8,342)	(3,376)	(1,502)	(989)	(920)
Provision for (benefit from) income taxes	98	44	14	37	21	11	(409)
Gain on sale of Design Manager	-	-	-	(9,684)	-	-	-
Restructuring expenses	802	1,367	1,989	-	-	-	-
Strategic alternative expenses	-	77	1,057	967	-	-	-
Adjusted EBITDA (non-GAAP)	**$ (2,448)**	**$ (8,009)**	**$ (13,340)**	**$ (20,670)**	**$ (16,493)**	**$ (6,637)**	**$ (24,951)**
Divided by: Net revenue	$ 89,620	$ 88,257	$ 84,684	$ 96,849	$ 102,731	$ 81,863	$ 70,567
Adjusted EBITDA Margin (non-GAAP)	**-2.7%**	**-9.1%**	**-15.8%**	**-21.3%**	**-16.1%**	**-8.1%**	**-35.4%**

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